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"America's
Favorite Newsletter"

December 2002

TEAM
aef
HAPPY - BRAVE - NICE



Our 38th Year

CONTENTS:

HOW TO GET INTO HOT WATER

You may think getting into hot water is something you can handle well enough without our help. But we're talking real, literal hot water here, and this is THE way to get it, so read on.

BIG CONTEST!!!

Don't miss AEF's Get-Into-Hot-Water Contest on page 2.

VERY, VERY TEMPORARY

Temporary water lines need love too. And heat. Here's how to get it done quick.

ASK BERNADETTE

She's black and white and read all over, and in this issue AEF's Answer Cow helps three readers facing problems with snowmelting and transformers.

YOU GO GIRL!

Jo Fasolino, daughter of Mr. Pete, finishes her field hockey career with records and memories.

The Cool Way To Get Into Hot Water

How to get into hot water?!? You may figure you can get into hot water well enough on your own, thank you. But we're talking literal hot water here, and this information may surprise you.

The Problem. You know how when you go to the kitchen sink, and turn on the hot water, you've got to let it run for a minute to let the water in the pipe run out, so you can get water that's hot? Not a big problem, right? But what if you're on the sixth floor of a hotel, or the sixteenth floor of an office building? You'd be a long time waiting, no?

Well, not really, cause large buildings that require a ready supply of hot water have a system to deliver hot water, almost instantly.

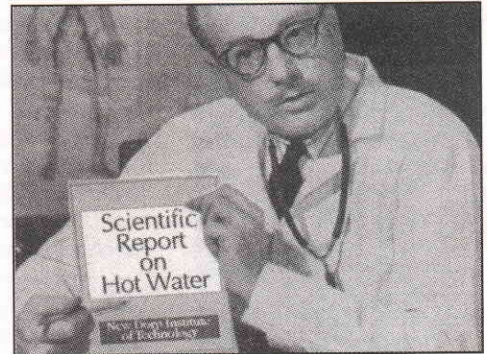
That's the good news. The bad news is that the system most buildings use today looks like it was designed by the Federal Government on a particularly creative day. It goes like this: Water is heated in a central boiler and gets sent through pipes to the sixth floor (or wherever). Seems simple enough so far; but scientific study after scientific study has established conclusively that **HOT WATER HAS A TENDENCY NOT TO REMAIN HOT!** So in order to provide hot water at the tap when it's needed, you have to have all kinds of return piping, re-circulating pumps, and valves and controls to **SEND THE WATER THAT WAS HOT BACK TO THE BOILER TO GET HOT AGAIN!!!**

You might imagine that all this extra equipment would cost a bunch of money to purchase and install, and you'd be right.

You might also imagine that operating and maintenance costs to keep the re-circulation pumps running constantly would also be high, and you'd be right again.

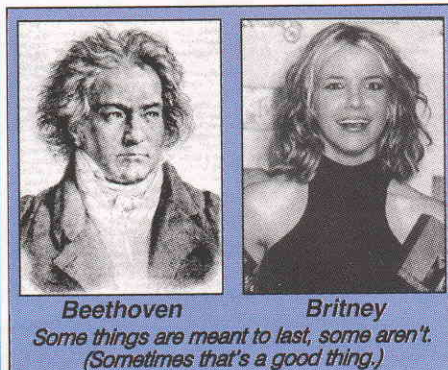
And the energy costs to HEAT and RE-HEAT the same water over again and over add up too.

(Continued on 2)



Scientific studies prove Nelson's LT is the way to go.

Here Today, Gone Later Today



Beethoven

Some things are meant to last, some aren't. (Sometimes that's a good thing.)

Britney

"Since these lines are temporary, there's usually no design, no spec, just 'Heat these!'"

And here's something you'll want to remember: since these lines are temporary, there's usually no design, no spec, just 'Heat these!' Not to worry. Just call **TEAM AEF** and one of our Mavens of Heat will come to the jobsite, measure the pipes, and give you a complete design and bill of material. Problem solved!

In a world where nothing seems to last, we're pretty proud of the fact that the products AEF sells are built to go the distance. But there's one type of application we get into where things aren't *meant* to last.

On many construction projects there are water lines that need to be heat-traced, but only temporarily. They may be lines in areas that will be (but are not yet) heated; or they may be lines that are in place only for the duration of the construction. Either way such lines need to be freeze-protected in cold weather.

When you've got temporary lines that need heat, we've got you covered.

Nelson's CLT heaters are THE cost-effective way to go, and we've got what you need. Last month one AEF customer needed 3,000' of cable for some temporary lines---we shipped it the same day. But don't worry, we've still got 60,000 feet of CLT heaters on the shelf for *your* project (plus another 40,000 feet of heater cable in other flavors).



Several Words from Mr. Pete

*He's our sunshine, our inspiration, our Fearless Leader.
And he signs our checks. Please read this.*

*Time is precious;
waste it carefully.*

Unknown

*Either nothing is a
miracle, or everything is.*
Albert Einstein

*Of course, every house is
constructed by someone,
but he that constructed
all things is God.*
Hebrews 3:4

*The universe is so finely
tuned and balanced that
a man who does not
believe in a Creator
would have to have more
faith than one that does.*
David Block

*The human body is
amazing. Some more
so than others.*
Dooms Madigan

*Experience is a hard
teacher, but fools will
have no other.*
Ben Franklin

*There is no opinion
so absurd but that
some philosopher will
express it.*
Cicero

Looking back, it's clear that this past year has been one of the most remarkable in the 38 years that A.E.F. Sales has been in business. It was in January of this year that we first leased our warehouse building in Malone, NY, turning it from an empty building into a first rate warehouse and office, with an enthusiastic and eager staff, high speed internet connection and local area network, and --- oh, yeah --- 100,000 feet of Nelson Heater Cable on the shelf and ready to go.

And we also spent the year building our information systems. Each of our four locations now has a broadband internet connection --- cable, DSL, or satellite --- to keep the A.E.F. Team in constant communication with each other and with our customers. Over the last several months we've brought our virtual private network online, enabling staffers at remote locations to access the data files on the server in our main office.

Quotations and orders in progress for every customer are stored in our custom relational database, accessible to every AEFer, so the person who answers your call can usually also answer your question. More and more of those quotations are being sent electronically, and every customer who has their e-mail address on file with us gets e-mail notification of shipments, with links to the UPS website, so they can track the location of their order with a click of the mouse.

So with all this building going on over the past year, did we have time to sell anything? We sure did. The year 2001 had been our all-time best. The year 2002 was even better.

So now it's time to say --- Thanks! Thanks to our customers, and thanks to the folks at the factories we represent, who help us every working day.

And from all of us at A.E.F. Sales, our best wishes for a peaceful and pleasant holiday with family and friends, and for a New Year that you can look back on fondly when December rolls around again.

CORRECTION:

Photo above is NOT Mr. Pete.
We inadvertently carried over last month's
photo of Sparky Eigenrauch, and the error
was not caught until after we went to press.

Hot Water . . .

Up until a few years ago, there wasn't any real alternative, so people went on happily (more or less) buying, installing, and maintaining all that extra gear. But now there is an alternative that takes advantage of newer technology, that makes so much sense, and can save so much money, that it's surprising to see some folks still going the old Rube Goldberg route.

The Answer. The answer is Nelson Electric's Type LT Hot Water Heating System. Here's how it works: The water is heated ONCE in the central boiler, and then begins its ONE-WAY journey to the various taps, where it's kept at just the right temperature by Nelson's LT cable. The heater cable adjusts its output based on actual pipe temperature, so not a single watt is wasted.

Color Coding Makes It SIMPLE and FUN! The cables are designed to maintain temperatures of 105, 115, 125, or 140 degrees F. And the cable's outer jacket is color coded, making installation fool-proof, and maintenance and trouble-shooting a breeze. (Just pull back a teensy bit of insulation, and the color tells you exactly what type of cable is on the pipe!) *Facile!*

Now you know practically everything you need to know about the coolest way of getting into hot water. So what in the world is you waiting for? Call us at 877-803-9035, or e-mail us at sales@aeffsales.com for more info!

AEF's HOW TO GET INTO HOT WATER CONTEST!

HERE'S WHAT YOU NEED TO DO:

1. Who's Eligible?

You are, if you received this issue of *aeffyi* in the mail.

2. How Do I Enter?

E-mail your entry to brandy@aeffsales.com
(If you don't have e-mail, send a fax to
877-803-9129.)

3. What Do I Have To Do?

It's simple - just answer the question:

What's the BEST way to get into Hot Water?

*Hint: The correct answer is
'With Nelson's Type LT Heater Cable!'*

In, the event of a tie, which frankly seems rather likely, the winner will be selected in a random drawing.

HERE'S WHAT YOU CAN WIN:

DINNER FOR TWO

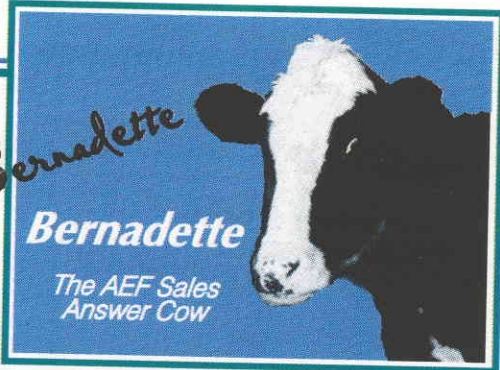
In the heart of the Big Apple at

'The View'

The Fabulous Revolving Restaurant
atop the Marriot Marquis
in Times Square!

Enjoy candlelight dining plus an
Unforgettable View of
Many of AEF's Most Glamorous
Heat Tracing Projects!
(And also the Manhattan Skyline.)

Note: This is not a place only for Tourists.
This place gets ooohs and aahs from EVERYONE.



DEAR BERNADETTE:

We're in the early phase of designing a snowmelted plaza in Manhattan. I know Inconel-sheathed MI is the way to go, but one of the big shots here is pushing for that plastic cable. I need something big to steer this my way. Can you help? N.R.

DEAR N.R.:

Yes, I can. I have here on my desk a copy of The Electrical Code of the City of New York. Section 106 (on page 372) states that 'electrical equipment for snow melting purposes shall be of a type specifically approved for the purpose.' Then Section 106.4 states that MI cables are the *only* type with approval. It goes on to say: 'Cables other than Type MI, shall be submitted to the Advisory Board of the Department of Water Supply, Gas and Electricity for approval.'

Point. Game. Match. That should be all you need! Let me know how things turn out.

DEAR BERNADETTE:

I need some help. We were getting ready to bid on a government project that included some transformers, but the losses they were looking for were so unbelievably low I figured it had to be a misprint, but it wasn't. Every transformer quote I get says 'standard impedances, standard losses, standard schmandard'. Is there a transformer manufacturer out there who can read a spec and quote me on what I *need*? C.D.

DEAR C.D.:

There is one. You see, between corporate takeovers and whatnot, many transformer manufacturers have forgotten how to build transformers. They don't have engineers and people who know transformers; they just want to sell you the standard transformer they *have*, not the special one you *need*.

The one company that can help you is R.E. Uptegraff, so send your next special requirement to them. (Please remember that it can take extra time to quote these units, since design work is often needed before costs can be determined.)

DEAR BERNADETTE:

I'm evaluating two proposals to replace a submersible transformer we installed 15 years ago. Both quotes have the same kVA rating, same primary and secondary voltages. Is there any reason I shouldn't just buy the cheaper unit? W.C.

DEAR W.C.:

As long as it meets your spec, by all means go for price. However, I'm willing to bet that's not the case. If you're replacing an existing transformer in a vault, the overall dimensions better be the same, or you'll find yourself with a big problem. Likewise if the primary and secondary connections aren't the same as the unit you're replacing, your installation labor costs will eat up everything you 'saved' and then some, and even then there may be plenty of other 'little' problems that no one anticipated.

That low bidder is telling you: 'We have no idea what you need, but this is what we'll build.' And if that company hasn't paid attention to your spec, what makes you think things will get better after you've committed yourself?

Think carefully, my friend. (It wouldn't hurt to take a look at my answer to C.D. above.) *Ciao!*

*You're going to Florida without ME?
Mrs. Ponce de Leon*

*Global warming or no global warming, it's still winter. Wear a hat.
P.J. O'Rourke*

*Miserere, misero me, pero brindo la vita.
Andrea Bocelli*

*In the small hours of the night, giants seem less unlikely.
J.R.R. Tolkien*

*There is no rascal who cannot, if he tries, find rascals in some respects worse than himself, and who can consequently find reasons for pride and self-satisfaction.
Leo Tolstoy*

*If you can't explain it to your mother or your grandmother, don't do it.
Glen Salow*

*What you don't know can hurt you, and cost you money to boot. We're here to help.
TEAM AEF*

AEFettes Continue Big Apple Tradition!



Of all the many holiday traditions in the Big Apple, among the most beloved are the many appearances of the AEFettes. From the Macy's parade through New Year's Eve, hundreds of thousands thrill to their high-stepping routines.

Here the gals have some important reminders for their fans about why it's so important it is to get ALL their heat tracing equipment from AEF!

- 1 AEF has an ABSURD amount of cable in their Amazing Local Stock.
- 2 AEF's Toll Free Heater Quote Faxline gets you the Fastest Heater Quotes on the Planet. 877-803-9129
- 3 The Legendary Service of TEAM AEF means the heater cable you need could be on it's way to your jobsite while you're still waiting for those other guys to return your call!

Finale



A good goalie, and a nice person

Time goes by faster than it should. Just four years ago (in our January 1999 issue, to be precise), this space featured an article about the high school field hockey career of Jo Fasolino, daughter of AEF's Mr. Pete. Jo and her Rye Neck High teammates had captured the New York State Championship, and Jo, the goalie and a co-captain, had made the All League and All Section teams. Jo went on to continue her field hockey career at Muehlenberg College in Allentown, Pennsylvania.

We are somewhat shocked to report that, impossible as it seems, Jo's career at Muehlenberg has done come and gone, ending on November 5th with a 4-0 win over Bryn Mawr. The victory capped a 14-5 season (Muehlenberg's best since 1990), but due to some convoluted tie-breaker formula, the Mules did not qualify for the Conference Playoffs.

Jo was one of the team's co-captains, and wore number 42 --- fans of *'The Hitchhiker's Guide to the Galaxy'* will understand.

She finished her Muehlenberg goaltending career with a school record 516 career saves (the old record had been 398). *Brava, Jo!*

All the best for the future from the entire staff of *aeffyi*.

And if you should happen to see Jo anytime over the next few months, please throw something at her, for old time's sake.

Backwords

Hold The Salt

Salt used for melting snow and ice also does quite a number on any metal (like steel re-bar) it touches, in addition to breaking down concrete. A 1987 study done for New York State found that each ton of salt caused \$1400 worth of damage to roads and bridges. (Can you imagine today's costs?) Nelson's Inconel-Sheathed M.I. heaters melt snow and ice without all that damage. (Note: The Inconel sheath also protects the M.I. cable from damage caused by salt that would happily eat right through a copper-sheathed cable.)

Bureaucratic Logic

There's a restaurant in Salt Lake City that is famous for its' quiches, each of which is made with four eggs. On a recent visit from the Salt Lake County Health Department, the inspector pointed out that since FDA data indicates that one in four eggs carries salmonella, the restaurant should never use more than three eggs when preparing quiche.

The manager asked if throwing out three eggs from each dozen, and then using only the remaining nine when preparing its' four-egg quiches would serve the same purpose. The Health Department inspector wasn't sure, but promised to find out.

Tanks Alot!

A lot of utilities (and other folks too, for that matter) sometimes have to locate transformers in areas where the atmosphere is less than salubrious. Whether the problem is corrosive chemicals or a salty atmosphere, transformers just don't last like they should. For some utilities matching up units that failed electrically, but had good tanks, with units that had corroded tanks but were still good electrically has become a major pastime. Is there a way to end this game?

Yes, there is. Transformers with stainless steel tanks are the answer. But fabricating stainless steel tanks is tough, since welding stainless is tricky business, exactly the kind of thing most transformer companies want to stay away from. But fear not, we at AEF Sales proudly represent transformer manufacturers who have the courage and the capability to build the transformer you need. Call us; we'll let you take the credit.



TRANSFORMERS

Central Moloney

*Single Phase Transformers: Pole Type, Padmounted, Vault, and Stepdown
Three Phase Padmounted Transformers
Components: Bushings-Switches-Accessories*

R.E. Uptegraff Manufacturing

*Liquid Filled Transformers to 20mva
Subsurface, Load Center, Station Type
Rectifier Applications, Zig Zag Grounding
Phase Changing and Phase Shifting
Traction Power, Current Limiting Rectifiers
Rebuilding and Rewinding Services*

HEATER CABLE & CONTROLS

Nelson Electric Heater Products

*MI Cable for Pipe Tracing & Snowmelting
Self-Regulating Cable for Pipe Tracing
Hot Water Maintenance Cable
Self-Regulating Cable for Roof & Gutter De-Icing
Thermostats & Controls
CM-1 Cable Monitoring Systems
CM-2 Heat Trace Management System*

WIRE & CABLE

(For Investor-Owned Utilities Only)

Conex Cable

*Aluminum Clad Shield Wire, Guy Wire
Messenger Wire, and ACSR/AS (AW)*

Nehring Electrical Works

*Bare Copper and Aluminum Cable
Aluminum Clad Cable
Weather Proof Copper Wire
Ground Rods & Accessories
Cathodic Protection Cable*

- ABOUT THE 2003 CALENDAR -

In with this issue of *aeffyi* (and riding on the same 37 cent stamp) you will find your complimentary copy of the AEF Calendar for 2003.

This is the fourth installment in our award-winning AEF Millennial Calendar Series, the most far-reaching promotion in corporate world history, with the 1000th calendar scheduled for the year 2999. (And we have something VERY special planned for that one.)

This year's calendar features Buddy, the AEF Wonderdog. This is Buddy's 13th year with AEF, but her first time as a calendar girl. She has not let it go to her head.

We urge our readers to hang onto the prior years' calendars, as well as the upcoming 996 issues, since there's no telling what a complete set of all 1000 calendars will be worth!

*We were trying to think of something clever
to do with this little left-over space.
We couldn't.*